

August 12, 2010

UTAH DISTRICT NEWSLETTER

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Save the Date:

August 18, 2010
Salt Lake SCORE Workshop
Salt Lake County Building Complex
Salt Lake City, UT
(801) 746-2269

August 23-27, 2010
National Small Business Week
Omni Shoreham Hotel
Washington DC
(703) 398-1203

August 30, 2010
8(a) Orientation—SBA Office
125 South State Street, 2nd floor
Salt Lake City, UT
10:00 am to 11:30 am
Contact: (801) 524-6831

Helping small businesses
start, grow and succeed.



Your Small Business Resource

Utah District Office, SBA Minority Enterprise Development 8(a) Contractor for 2010 Region VIII Minority Enterprise Development 8(a) Contractor for 2010



Denise Mitchell
Advanced Solutions Group

The SBA honors Denise Mitchell, Managing Member of Advanced Solutions Group, LLC., as the Utah District Office SBA Minority Enterprise Development 8(a) Contractor for 2010 and the Region VIII SBA Minority Enterprise Development 8(a) Contractor for 2010. She will now compete for the 2010 National SBA Minority Enterprise Development 8(a) Contractor of the year.

Denise has been able to overcome obstacles and adversities while in the 8(a) Business Development Program. She has been able to grow her company from an office in her home to an office building that she was able to purchase and remodel to her specific company needs. Denise's company is now a multi-million dollar revenue business. With the tools and training that she has received from SBA, this growth has been managed successfully.

Before Denise Mitchell applied for the SBA 8(a) Business Development Program, she was working on her goal of starting her own business by utilizing her experiences from working at different companies. When she started Advanced Solutions Group, LLC., she had three employees. Today Advanced Solutions Group has sixteen employees and has business locations in Utah and California. Denise has been able to compete and win 8(a) competitive contracts. She recently won a competitive 8(a) Contract with the National Park Service.

Denise has been focusing on non-8(a) and 8(a) opportunities as long term goals for her company to succeed in the future after she completes her nine year term.



2010 MED WEEK

"Strategies for Growth and Competitiveness in the Global Economy"

The Minority Enterprise Development (MED) Week Conference is the nation's premier event for minority entrepreneurs and business owners. The MED Week Conference helps minority-owned firms grow both domestically and globally through a series of educational, training and business to business networking events.

Each year, nearly 1,500 minority business owners, government officials and corporate representatives attend MED Week events. This year, the conference will be held August 23 - 27, 2010 at the Omni Shoreham Hotel in Washington, DC. In addition to the general conference sessions, we will provide several other hands-on ways to empower minority businesses during MED Week pre-conference events. On August 23 and 24 pre-conference activities include: Mentor Protégé Program and International Trade Day and Global Networking Events. View [conference schedule](#) for more information.

National MED Week is the major conference dedicated to empowering minority business owners with the knowledge and tools necessary for success. The MED Week Conference is hosted by the Minority Business Development Agency, a bureau of the U.S. Department of Commerce. Representatives from the public and private sector will share information and resources for growing and expanding and minority businesses domestically and globally during MED Week.

The theme for MED Week 2010 is "Strategies for Growth and Competitiveness in the Global Economy". The largest federally sponsored event on minority enterprise development.

Don't miss the opportunity to meet senior public officials, industry executives and thought leaders!

Global Business-to-Business Expo

Global Business Networking Opportunities

Embassy Business-to-Business Events

Informative Plenary Sessions

Educational Workshops

MED Week Awards Gala

<http://www.medweek.gov/>

2011 Small Business Week Nominations

It's time to start thinking about 2011 SBW Nominations

Categories

Small Business Person of the Year
 Small Business Exporter of the Year
 Entrepreneurial Success Award
 SBA Young Entrepreneur of the Year
 Jeffrey Butland Family – Owned Business of the Year
 Financial Services Champion of the Year
 Home-Based Business Champion of the Year
 Minority Small Business Champion of the Year
 Small Business Journalist of the Year
 Veteran Small Business Champion of the Year
 Women in Business Champion of the Year

(The 2011 Nomination Guidelines will be available shortly – For more information, please contact:

Georgia.yoshida@sba.gov

2010 Winning Nominations

Small Business Person of the Year

Robert Frayser -Lisbon Valley Mining Co. LLC

Financial Services Champion of the Year

Lori Chillingworth—Zions Bank

Entrepreneurial Success Award

Jason Budge and Steve Palmer -Shelf Reliance

Women in Business Champion of the Year

Cecilia Mitchell-Zions Bank

Minority Small Business Champion of the Year

Luz Robles-Zions Bank BRC

Small Business Development Center Service Excellence and Innovation Center Award

Steve Clark and Ken Fakler -Orem SBDC

SBA Young Entrepreneur of the Year

Bevan Collard-Bevan's Precision Alignment

Home-Based Business Champion of the Year

Douglas Morgan Dyreng -Snow College

Jeffrey Butland Family-Owned Business of the Year

Duane and Margene Cox -Cox Honeyland and Gifts Inc.

SBA's Utah District Office Offers Free Computer Security Training for Small Businesses

Wednesday, August 18, 2010, from 8:00 am – 12:00 pm

Utah – The U.S. Small Business Administration (SBA) - Utah District Office, the National Institute of Standards and Technology (NIST) and the Federal Bureau of Investigation (FBI) will offer a free Computer Awareness Training on August 18, 2010 from 8:00 am – 12:00 pm at the Salt Lake Community College, Miller Campus, Loan Peak Room at 9750 South 300 West Sandy, Utah

The NIST Computer Security Division has developed a workshop to help small business owners increase information system security. Learn how to define information security (IS) for your organization. Participants will hear examples of common types of threats and understand how to determine the extent to which an organization should proactively address threats. They will learn common best practices and procedures to operate more securely and hear a basic explanation of current technologies used in reducing IS vulnerability and learn about resources that are freely available to organizations. To register for this free training, interested parties can contact Melinda Workman by email at Melinda.workman@sba.gov or phone (801) 524-3213. For additional information, visit <http://csrc.nist.gov/groups/SMA/sbc/index.html> or contact: rkissel@nist.gov.

Overhauled SBA Website to Go Live in the Fall

WASHINGTON, D.C. – The U.S. Small Business Administration announced that a complete redesign of its website, SBA.gov, will launch this fall.

The new SBA.gov will make it easier for small businesses, lending institutions, small business counselors and other members of the small business community to more quickly find the information they need through a simplified navigation structure. In addition, new features will allow users to tailor their experience to provide information that is specific to their needs and location.

The new website also will offer a dedicated lender area that helps banks and other financial institutions that partner with the SBA.

“Our goal as an agency is to get information, tools and services into the hands of small business owners more quickly so they can spend more time doing what they do best – creating the jobs that will drive our economic recovery,” said SBA Administrator Karen Mills. “Through a new, personalized and dynamic SBA.gov we will be better able to support job growth across the country.”

The website redesign is part of the SBA’s goal to create a dynamic online presence that delivers information to customers wherever they are online. To achieve this goal, the agency recently began using social media to reach constituents through a variety of online channels such as Facebook and Twitter. The agency also recently launched an improved search function on the current SBA.gov website which vastly improves the speed at which users can find the information they are looking for in advance of the launch of the new site this fall.

The website redesign is also the Flagship Initiative of the SBA’s Open Government Plan and addresses all three of the agency’s Open Government goals – transparency, participation and collaboration – by providing direct access to agency programs and operations, allowing users to customize their online experience, and, beginning next year, incorporating community features such as discussion forums and public feedback tools.

Dennis D. Wengert joins SBA’s Utah District Office



Dennis D. Wengert joined the Utah District Office staff in August 2010. Prior to his Utah assignment, Dennis was with the SBA’s Nevada District Office, beginning in March 2006.

Before joining the SBA, Dennis accumulated over 20 years business experience in the private sector, including management and executive positions with small and mid-sized companies in Florida, Indiana and Utah. He has participated in or led major business expansions and new company start-ups, which includes leading the development of a managed care program for workers’ compensation that grew to \$35 million in annual revenues in 18 months. He has also turned around a payroll processing company that was losing \$250,000 annually to a \$50,000 profit in one year. Dennis’ scope of professional expertise includes strategic planning and marketing, operations, business development, and human resources contract development and general management.

Dennis was graduated from Brigham Young University (BYU) in Provo, Utah in 1984 with a BA in Public Policy, and received a Master of Health Administration (MHA) from the Marriott School of Management at BYU in 1986.

He is the author of many business articles, two business books and three other non-professional books including a novel. Dennis also serves in an advisory capacity to individuals and companies striving to expand their business success, and is on the advisory boards of two academic institutions in Las Vegas, and the Board of Directors for the Nevada Center for Entrepreneurship and Technology.

A U.S. military veteran, Dennis served six years active duty with the U.S. Air Force, from 1976-1982 in Arizona and Oklahoma.

Married in 1975 to Maureen Good, they are the parents of six children (four boys and two girls), and twelve grandchildren.

LENDER	July Loan Numbers	July Total Dollars	YTD Loan Numbers	YTD Dollars
1ST BANK	0	0	2	\$240,000
ALLIANCE COMMUNITY FCU	0	0	12	\$1,369,300
AMEGY BANK NATIONAL ASSOC	0	0	1	\$228,000
AMERICA FIRST FCU	2	30,000	51	1,619,000.00
AMERICAN BANK OF COMMERCE D/B/A AMBANK	0	0	9	\$5,856,900
AMERICAN BANK OF THE NORTH	0	0	3	\$3,290,000
BANKFIRST	0	0	1	\$150,000
BANK OF AMERICAN FORK	0	0	11	\$2,567,000
BANK OF THE WEST	0	0	0	0
BANK OF UTAH	1	350,000	14	4,603,300
BARNES BANKING COMPANY	0	0	1	\$35,000
BEEHIVE CU	1	20,000	16	477,000
BRIGHTON BANK	0	0	11	\$519,000
CACHE VALLEY BANK	0	0	7	\$770,000
CAPITAL COMMUNITY BANK	0	0	7	\$709,000
CELTIC BANK CORPORATION	1	700,000	29	17,603,500
CENNTENNIAL BANK	0	0	2	\$376,900
CENTRAL BANK	5	394,700	19	1,702,100
CHARTWAY FCU	0	0	1	\$99,500
COMMUNITY W. BANK NATL ASSOC	0	0	1	\$440,000
COMPASS BANK	0	0	1	\$66,000
CYPRUS FCU	0	0	12	\$1,130,200
D.L. EVANS BANK	0	0	1	\$35,000
EXCEL NATIONAL BANK	0	0	1	\$618,200
FIRST BANK & TRUST CO.	0	0	1	\$120,000
FIRST UTAH BANK	0	0	8	\$863,200
FRONTIER BANK, FSB	1	161,000	1	161,000
GOLDENWEST FCU	2	135,000	17	936,000
GRAND VALLEY BANK	0	0	0	0
GRANITE FCU	0	0	6	\$355,200
HORIZON UTAH FCU D/B/A HORIZON CU	0	0	3	\$134,500
JORDAN FCU	1	25,000	13	375,000
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	5	1,254,100	60	14,207,300
KEYBANK NATIONAL ASSOCIATION	2	50,000	20	1,950,500
LEWISTON STATE BANK	0	0	1	\$25,000
LIBERTY BANK, INC.	0	0	2	\$650,000
LIVE OAK BANKING COMPANY	4	1,727,000	10	5,187,000
MEADOWS BANK	0	0	4	\$2,489,400
MOUNTAIN AMERICA FCU	13	2,016,300	159	8,339,600
MOUNTAIN WEST BANK	0	0	0	0
MOUNTAIN WEST SMALL BUSINESS FINANCE	6	2,696,000	117	51,636,000
NEVADA COMMERCE BANK	0	0	4	\$1,322,500
NUMERICA CU	0	0	1	\$35,000
PRIME ALLIANCE BANK	1	353,500	3	1,433,500
SOUTHWEST COMMUNITY FCU	0	0	12	\$681,400
SPIRIT OF TEXAS BANK, SSB	0	0	1	\$163,000
STATE BANK OF SOUTHERN UTAH	4	188,300	63	5,962,100
SUNFIRST BANK	1	15,000	2	265,000
SUPERIOR FINANCIAL GROUP, LLC	0	0	17	\$172,500
THE FIRST NATIONAL BANK OF LAYTON	2	570,300	8	3,135,600

LENDER	June Loan Numbers	June Total Dollars	YTD Loan Numbers	YTD Dollars
THUNDER BANK	0	0	1	\$33,800
U.S. BANK NATIONAL ASSOCIATION	4	238,600	27	3,216,600
UNITED CENTRAL BANK	0	0	1	\$700,000
UNITED MIDWEST SAVINGS	0	0	1	\$1,400,000
UNIVERSITY FIRST FCU	5	1,105,000	17	2,626,500
USU CHARTER FCU	1	50,000	2	90,000
UTAH CENTRAL CREDIT UNION	0	0	0	0
UTAH CERTIFIED DEVELOPMENT COMPANY	1	580,000	51	18,495,000
UTAH COMMUNITY FEDERAL CREDIT UNION	0	0	0	0
UTAH FIRST FCU	1	50,000	11	445,000
WELLS FARGO BANK, NATIONAL ASSOCIATION	3	657,600	45	11,383,600
WILSHIRE STATE BANK	0	0	1	\$1,136,000
ZIONS FIRST NATIONAL BANK	43	2,646,400	515	42,638,100
TOTALS	110	16,013,800	1419	227,279,800